

Message Text

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PAGE 01 TOKYO 18153 100321Z

13

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W

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R 100213Z DEC 76

FM AMEMBASSY TOKYO

TO USDOC WASHDC

INFO SECSTATE WASHDC 4116

UNCLAS TOKYO 18153

FOR OIM/WELCH

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: TC MARCH BUILDING PRODUCTS SHOW - 1ST LOCAL SOLICITATION
REPORT - WEEK ENDING DEC 10, 1976

I. PA'S RECEIVED FROM OIM: ZERO

II. PA'S RECEIVED LOCALLY: TWO

GQM RIDGE DIVISION

2. THOMAS INDUSTRIES

III. PA'S EXPECTED FROM OIM: FOURTEEN

1. AGL CORP

2. AMBRITONE PAINT

3. AMERICAN EVERGUARD

4. BOISE CASCADE

5. BRAND S CORP

6. CARRIER INTL

7. ED THOMPSON CO

8. WESTINGHOUSE

9. GREFCO

10. HALO LIGHTING CO

1. LENOX INDUSTRIES

12. POWERCURBER INTL

13. SENCO PRODUCTS

14. WABO-WATSON BOWMAN

IV. PA'S PENDING LOCALLY: FOUR

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PAGE 02 TOKYO 18153 100321Z

1. CLARY CORP/NITSSU SHOJI/SHIGEICHI KIKAI

2. PASLODE DIVISION
3. SHINWA TRADE AND ENGINEERING REPRESENTING
 - A. CONSTRUCTION LASER SYSTEM
 - B. VERMETTE MACHINE CO
4. YANASE CO REPRESENTING
 - A. CROSSFIELD PRODUCTS
 - B. FUTURUS INC.

V. LOCAL STRONG POSSIBLES: SIX

1. BLACK AND DECKER JAPAN
2. INGERSOLL-RAND JAPAN REPRESENTING
 - A. INGERSOLL-RAND TOOL DIV
 - B. PROTO TOOLS
 - C. SCHLAGE LOCK CO
 - D. SCHLAGE ELECTRONICS
3. ISAACS CO REPRESENTING
 - A. KIMBERLY CLARK CORP
 - B. PPG INDUSTRIES
4. KINKEAD/BUKOU INDUSTRIES
5. MASONITE CORP EVERSHARP CO
6. PHIFER INTL/SADOSHIMA METAL/FUJI FIBER GLASS

VI.; 03,\$8,&)9:-) :9,5ACTS: SEVEN

1. DETEX/UYEDA ESCAPE CHUTE
2. DIAMOND IND/ZODIAC JAPAN
3. EMERSON ELECTRIC JAPAN
4. INDUSTRIAL COMBUSTION/NIPPON S.T. JOHNSON
5. KWIKSET SALES/ITOHTAKA CORP
6. SNAP-ON-TOOLS/NAIGAI MACHINE
7. WEST POINT PEPPERELL/TORAY CO

VII. ADVISE OIM SOLICITATION STATUS VIA RETURN CABLE.

VIII. NS - DUE TO NATURE OF PRODUCTS TO BE DISPLAYED
AND GEOGRAPHIC SPREAD OF TARGET AUDIENCE, TC
TENTATIVELY PLANS CONDUCT PRE-SHOW CATALOG SHOW
AT AMERICAN CONSULATES.

HODGSON

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Message Attributes

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Margaret P. Grafeld
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FROM OIM: ZERO
TAGS: BEXP, JA
To: COM
Type: TE
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